



SAP ECC IMPLEMENTATION IN A BRITISH PHARMA CO.  
SAP & ANALYTICS

Client – BRITISH PHARMA COMPANY BASED IN LONDON.

The Customer, a manufacturer, marketer and distributor of generic medicines and formulation brands. The customer was awarded **Asian Healthcare Business of the Year Award 2011 in the UK**

### business problem

The company was fast growing and did not have an integrated IT system to manage all business functions. This resulted in:

- Delayed customer response time
- 24 man days every month on reports preparation
- Disparate systems to store data
- High risk of data loss
- People dependent information flow

### Solution

INFINITI implemented SAP ECC 6.0 for the client. INFINITI spent 4 days at the customer’s site in understanding the challenges and drawing up a roadmap for SAP Implementation

- ✓ A fully business driven blueprint with must-have and good-to-have features clearly carved out.
- ✓ Blueprint doubling up as the test cases document
- ✓ Implementation from a regulatory validation perspective.

### business benefits

- ✓ Time taken to generate reports came down to 4man hours per month from the earlier 24 man days per month!
- ✓ Enhanced customer satisfaction – Missing out on promised delivery dates came down by 95% within 2 months of go-live!
- ✓ Order entry time reduced by 80% immediately after go-live

*“The SAP blueprinting & implementation approach that got us convinced was implemented with no variance. The entire transition into SAP was smoother than we expected. INFINITI exceeded all expectations.”*